

Upcoming Trade Events

June 2003–January 2004

DATES	EVENT	LOCATION
June 22–28, 2003	Manufacturing Trade Mission This week-long mission to three major manufacturing centers in Mexico is intended for U.S. exporters of a broad range of products and services for the manufacturing sector.	Monterrey, Mexico City, and Guadalajara, Mexico
June 29–July 1, 2003	ISPO International Trade Fair Each year at the ISPO Summer in Munich, the sports equipment and fashion industry sets the tone for the following summer season. Exhibitors from over 40 countries present products for both summer and non-seasonal sports.	Munich, Germany
July 15–18, 2003	Oil and Gas Malaysia 2003 Oil and Gas Malaysia 2003 will attract exhibitors from all over the world. This event is an excellent networking and meeting place for industry leaders, suppliers, and decision-makers in the petroleum industry.	Kuala Lumpur, Malaysia
July 21–25, 2003	Electric Power Mission The mission will include representatives of U.S. electric power companies and equipment manufacturers interested in entering or expanding their presence in Vietnam and Thailand.	Vietnam and Thailand
August 11–19, 2003	Food Processing and Packaging Equipment Trade Mission This mission will target the U.S. food processing and packaging equipment industry. The focus of the mission will be to match U.S. companies with potential agents, distributors, representatives, and joint venture partners.	Vietnam; Thailand; the Philippines
August 12–14, 2003	Security 2003 Security 2003 is the 17th Annual Conference and Exhibition of the Australian Security Industry Association. This important event attracts more than 4,000 visitors, including the Australian security industry's key decision makers, suppliers, and customers.	Sydney, Australia
August 23, 2003	Telemedicine Virtual Trade Mission The Colombian government program known as the Connectivity Agenda is establishing telecommunications infrastructure in remote rural areas and small towns. This infrastructure is expected to be in full operation by 2003, facilitating telemedicine services to be provided to these areas where inexpensive and fast health care services are in high demand. U.S. participants should be companies that provide telemedicine services.	Bogotá, Colombia
September 6–9, 2003	Deco Contract Deco Contract, organized in conjunction with Decosit, was held for the first time in 2001. It is an international textile contract furnishing show.	Brussels, Belgium
September 8–12, 2003	ACE 2003 This a very important event for those involved in airline maintenance, engineering, and supply personnel, as well as for commercial, charter, and fixed-based operators. There will be conferences and seminars with sessions focused on current regulatory requirements and technical issues to improve safety, reliability, and productivity.	Montreal, Canada
September 9–12, 2003	AIMEX 2003 AIMEX is an international mining exhibition. AIMEX has been a major event in Australia since the 1970s and is recognized as one of the most important mining shows in the world. The show used to focus heavily on Australia. Australia is now considered to be a regional center of excellence in mining, and the show is being redefined with an emphasis on the Asia-Pacific region.	Sydney, Australia
September 9–12, 2003	Chinaplas 2003 Chinaplas was launched in 1983 as an international exhibition for the plastics and rubber industries in China. Held annually, it rotates among the cities of Beijing, Shanghai, and Guangzhou.	Beijing, China
September 18–21, 2003	Expopharm 2003 Expopharm is the only major pharmaceutical industry event in Germany. The annual trade event usually counts over 500 exhibitors and roughly 20,000 strictly trade-only visitors. American manufacturers, wholesalers and exporters of pharmaceuticals, OTC products, health supplements, and cosmetics get a chance to present their products on the exhibition floor of this large international trade show.	Dusseldorf, Germany

HIGHLIGHTED EVENTS

INDUSTRY CONTACT INFORMATION

Multiple Industries	Molly Costa Tel: (202) 482-0692 E-mail: Molly.Costa@mail.doc.gov
Sporting Goods and Recreational Equipment	Amanda Ayvaz Tel: (202) 482-0338 E-mail: Amanda_Ayvaz@ita.doc.gov
Oil and Gas Field Machinery	Helen Simpson-Davis Tel: (202) 482-1882 E-mail: Helen.Simpson-Davis@mail.doc.gov
Electric Power and Equipment	Andrew Collier Tel: (202) 482-0680 E-mail: Andrew_Collier@ita.doc.gov
Food Processing and Packaging Equipment	Monica McFarlane Tel: (202) 482-3364 E-mail: Monica_McFarlane@mail.doc.gov
Security/Safety Equipment	Phil Keeling Tel: +61-2-9373-9209 E-mail: Phil.Keeling@mail.doc.gov
Health Care and Medical Services	Harry Tyner Tel: +51-1-315-2126 E-mail: Harry.Tyner@mail.doc.gov
Textile Fabrics and Products	Brigitte de Stexhe Tel: +32-2-508-2454 E-mail: Brigitte.de.Stexhe@mail.doc.gov
Aircraft and Parts, Airport Ground Eq., Aviation Svcs.	Michele Parent Tel: (604) 473-9664 E-mail: Michele.Parent@mail.doc.gov
Air Conditioning, Electrical Power Systems, Mining Industry Eq.	Elizabeth Ausberry Tel: +61-2-9422-2511 E-mail: Elizabeth.Ausberry@mail.doc.gov
Plastics Machinery and Materials	William Corfitzen Tel: (202) 482-0584 E-mail: William.Corfitzen@mail.doc.gov
Drugs and Pharmaceuticals, Health Care Services, Medical Eq.	Anette Salama Tel: +49-211-737-767-60 E-mail: Anette.Salama@mail.doc.gov

BUSINESS DEVELOPMENT MISSION

ROMANIA AND BULGARIA
JULY 14-19, 2003

Deputy Secretary of Commerce Samuel Bodman; Assistant Secretary of Commerce and Director General of the U.S. Commercial Service, Maria Cino; and Assistant Secretary of Commerce for Market Access and Compliance, William Lash will lead a senior-level business development mission to Bucharest, Romania, and Sofia, Bulgaria.

The mission will help U.S. companies explore commercial opportunities in Romania and Bulgaria. The delegation will include 10 to 15 senior executives of small, medium-sized, and large U.S. firms representing these and other growth sectors: automotive parts and services, building products, information technology, telecommunications, defense, energy, medical products, pollution control, and tourism infrastructure.

Contact:
Matthew Wright
Tel: (202) 482-2567
E-mail: Matthew.Wright@mail.doc.gov

EXECUTIVE AEROSPACE TRADE MISSION

BEIJING AND CHENGDU, CHINA
SEPTEMBER 11-19, 2003

This mission will include representatives from a variety of U.S. air traffic control and airport infrastructure development firms, service providers, and consultants who are interested in expanding their presence in China's rapidly growing air traffic control and airport infrastructure market. The mission plans to visit Beijing at the same time as Aviation Expo 2003, which will focus heavily on air traffic management.

Contact:
Vicki Heilman
Tel: (202) 482-4230
E-mail: Vicki_Heilman@ita.doc.gov

HEALTH CARE TECHNOLOGIES

UNITED KINGDOM AND IRELAND
SEPTEMBER 15-19, 2003

This trade mission will target the health care technologies industries, with an emphasis on the telemedicine sector, which is experiencing strong growth in these markets. The focus of the delegation will be to match participating U.S. companies with qualified agents, distributors, representatives, licensees, and joint venture partners in these markets.

Contact:
Bill Kutson
Tel: (202) 482-2839
E-mail: William.Kutson@mail.doc.gov

DATES	EVENT	LOCATION
September 21–23, 2003	Franchising Trade Mission The Commercial Service is organizing a franchising trade mission to Singapore and Shanghai, China. In Singapore, the mission will coincide with the largest franchising show in Asia, Global Franchising 2003.	Singapore and China
September 23–26, 2003	U.S. Building Products Trade Mission Sales of building products and construction materials will continue to flourish during the next five years in Canada's buoyant residential and renovation construction market. U.S. exporters, with building products for the housing and renovation sectors, can profit from Canada's booming residential construction/renovation markets and increase their export sales in Canada by participating in this event.	Toronto and Montreal, Canada
September 24–27, 2003	Edifica 2003 This regional trade show includes building materials, construction equipment, and related services.	Santiago, Chile
October 5–7, 2003	Golf Europe The Office of Consumer Goods in conjunction with the U.S. Commercial Service in Munich, Germany, is sponsoring a U.S. product sample and literature center at Golf Europe. This promotion should help U.S. companies that are looking for distributors, joint venture partners, or new sales opportunities. Golf Europe is Europe's leading golf equipment trade show.	Munich, Germany
October 16–21, 2003	EquipAuto 2003 EquipAuto is the world's most comprehensive exhibition for the automotive industry, covering new technologies in original equipment, spare parts, customer service, and garage equipment. There will be two specialized U.S. pavilions for which the Commercial Service in France will provide support. EquipAuto will offer workshops, conferences, and seminars to bring together engineers, managers, buyers, and sellers.	Paris, France
November 12–14, 2003	Cosmoprof Asia 2003 This event is the Asia-Pacific region's largest showcase for products and services in cosmetics, toiletry, perfume, hairdressing, spa, and beauty sectors. Celebrating its eighth year in Asia, Cosmoprof will feature more than 600 exhibitors and a large-scale U.S. pavilion.	Hong Kong
November 13–17, 2003	InterCHARM 2003 The cosmetics market in Russia has great potential for U.S. companies. InterCHARM is the largest beauty and health products exhibition in Eastern Europe. In 2002, more than 600 companies from 23 countries participated, along with 65,000 visitors. The cosmetics and health products market is one of the fastest-growing markets in Russia.	St. Petersburg, Russia
November 20–22, 2003	Expo Pesca 2003 Expo Pesca 2003 is an international trade show of equipment, supplies, and services for the fishing and fish farming industries. The U.S. Commercial Service in Lima will have a booth at the show and will host a catalog exhibition for U.S. firms unable to exhibit directly. Fishing is the second-largest industry in Peru, representing more than 5 percent of the GDP and over 10 percent of total exports.	Lima, Peru
December 7–11, 2003	USA Trade Week Russia This is a comprehensive exhibition of U.S. products and services. The exhibition will be preceded by a two-day conference with workshops featuring an "A to Z" approach to doing business in Russia, as well as discussion of all aspects of trade between Russia and the United States. This is the only exhibition of its type for U.S. firms interested in Russia. It will attract qualified business visitors from all parts of Russia.	Moscow, Russia
January 9–11, 2004	Reisemarkt Rhein-Neckar-Pflaz This three-day regional consumer travel show attracts approximately 22,000 visitors from the Rhein-Neckar region of Germany (2 million inhabitants). In 2002, there were 240 exhibitors from 18 countries. U.S. tourism firms can benefit from increased exposure through a unified U.S. tourism presence. Literature should be in German if possible.	Mannheim, Germany

INDUSTRY**CONTACT INFORMATION**

Franchising	Sam Dhir Tel: (202) 482-4756 E-mail: Sam.Dhir@mail.doc.gov
Building Products	Connie Irrera Tel: (514) 398-9695, ext. 2262 E-mail: Connie.Irrera@mail.doc.gov
Arch., Construction, and Engineering Serv.; Building Products	Carlos Capurro Tel: +56-2-330-3307 E-mail: Carlos.Capurro@mail.doc.gov
Sporting Goods/ Recreational Equipment	Amanda Ayvaz Tel: (202) 482-0338 E-mail: Amanda_Ayvaz@ita.doc.gov
Automotive Parts, Service Equipment, Leasing, and Insurance	Cara Boulesteix Tel: +33-1-43-12-22-79 E-mail: Cara.Boulesteix@mail.doc.gov
Cosmetics, Perfume, Toiletries, and Natural Products	Swee-keng Cheong Tel: +852-2521-5233 E-mail: Swee-keng.Cheong@mail.doc.gov
Cosmetics and Toiletries	Edward Kimmel Tel: (202) 482-3640 E-mail: Edward_Kimmel@ita.doc.gov
Refrigeration, Fishing, and Food Processing Equipment	Cesar Jochamowitz Tel: +511-434-3040 E-mail: Cesar.Jochamowitz@mail.doc.gov
Multiple Industries	William Corfitzen Tel: (202) 482-0584 E-mail: William.Corfitzen@mail.doc.gov
Travel/Tourism Services	Elizabeth Powell Tel: +49-69-956204-17 E-mail: Elizabeth.Powell@mail.doc.gov

THEME PARKS AND FUN CENTER SHOW 2003**UNITED ARAB EMIRATES
SEPTEMBER 29–OCTOBER 1, 2003**

The Theme Parks and Fun Center Show 2003 is the ninth international exhibition in the Middle East exclusively for the amusement and attractions industry. More than 120 companies from over 24 countries participated in the show in 2001. Due to the emphasis that governments in the Middle East have placed on the development of leisure facilities, U.S. companies should seize this opportunity to gain entry into an otherwise difficult region. Visitor numbers always exceed 5,000, with businesspeople from throughout the Middle East, North Africa, and Central Asia.

Contact:

Jennifer Harrington

Tel: (202) 482-0595

E-mail: Jennifer.Harrington@mail.doc.gov

or Anne de Souza

Tel: +971-4-311-6111

E-mail: Anne.deSouza@mail.doc.gov

OIL AND GAS EQUIPMENT/SERVICES MISSION**KAZAKHSTAN
OCTOBER 2–10, 2003**

The mission will include representatives from U.S. oil and gas equipment and service companies interested in entering or expanding their presence in Kazakhstan. While in Almaty, mission participants will visit the Kazakhstan International Oil and Gas Exhibition, and have the opportunity to display their catalogs in a booth run by U.S. Commercial Service staff.

Contact:

Rachel Halpern

Tel: (202) 482-4423

E-mail: Rachel_Halpern@ita.doc.gov

**TOURISM INFRASTRUCTURE
AND DEVELOPMENT CONFERENCE****GREECE
OCTOBER 17–20, 2003**

This event will introduce participating U.S. companies and industry association representatives to Greek business and government decision-makers. Participants will be able to identify and hear firsthand the business opportunities associated with the development, management, and operation of tourism infrastructure projects in Greece. A heavy emphasis will be given to setting up meetings between U.S. participants and key Greek government and private sector officials involved in projects related to tourism infrastructure.

Contact:

Phillis Bradley

Tel: (202) 482-2085

E-mail: Phillis.Bradley@mail.doc.gov